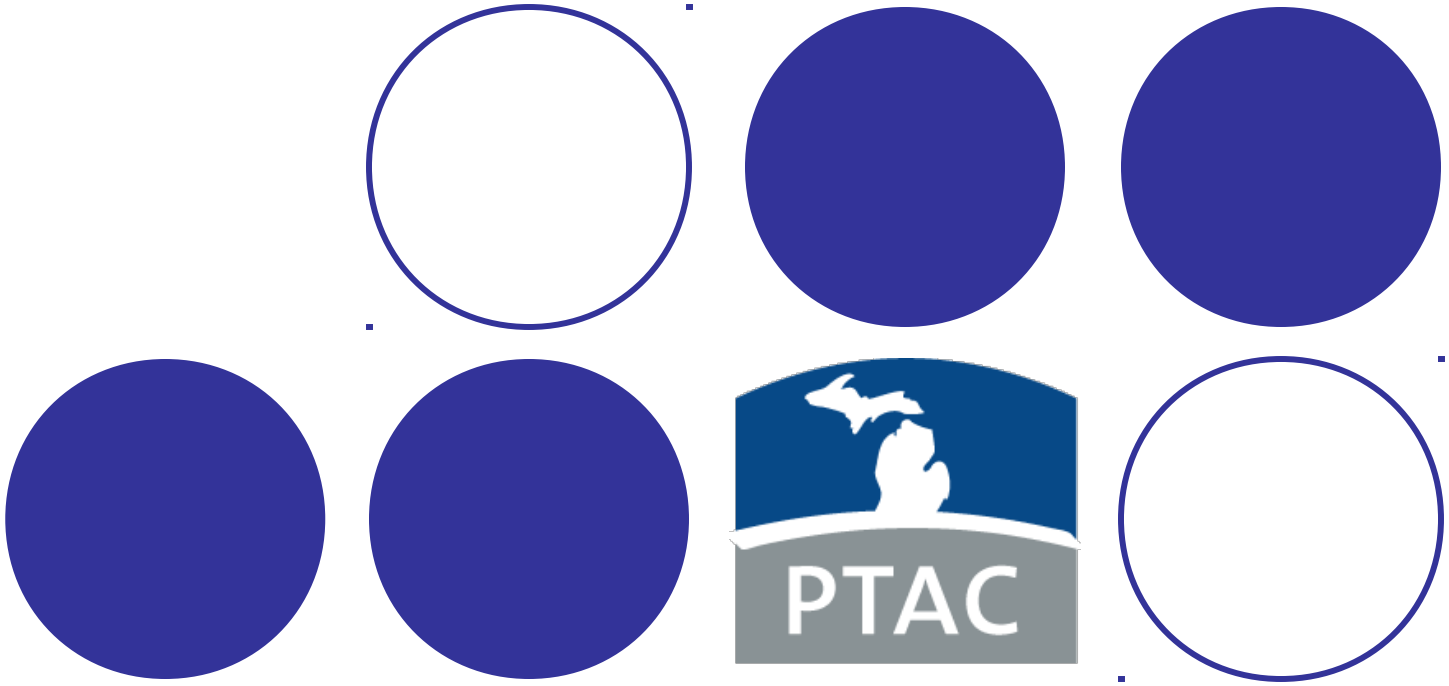
PTACS of MICHIGAN



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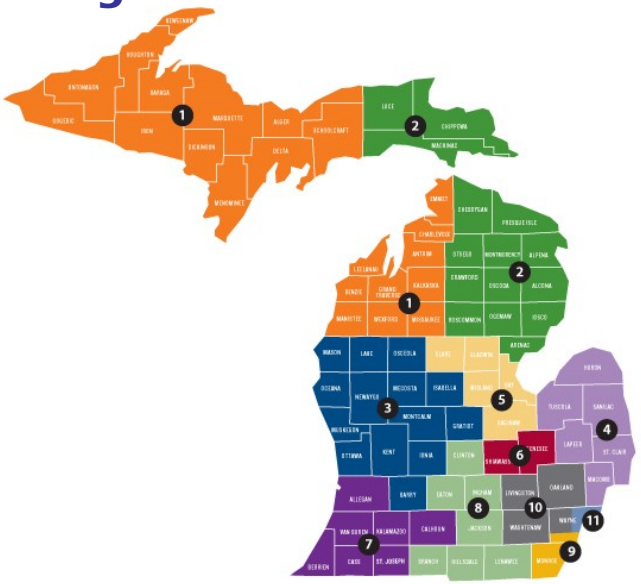
What is PTAC?

Funded by the Department of Defense & the Michigan Economic Development Corporation (MEDC) to educate businesses regarding government contracting

- **One-on-One Counseling**
- **Troubleshooting**
- **Price History Reports**
- **Specifications & Standards**
- **Training Events & Seminars**
- **Bid Match**
- **Agency Matches**
- **Solicitation Review & Bid Preparation**



Most of these services are free of charge!

www.ptacsofmichigan.org

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Government Contracting 101

- Initial Considerations
- Getting Registered – Your First Step
- Small Business Programs
- Finding Opportunities
- Contract Preparation & Administration
- Resources for Government Contractors
- Checklist

Initial Considerations

Why Sell to the Federal Government?

Statistics FY 2008

- **$518 billion**
  - **Total federal purchases of goods/services**
- **$90.5 billion (2007)**
  - **Total Federal purchases of goods/services awarded to small businesses**

Information obtained from:

http://www.usaspending.gov and http://www.fedspending.org

Initial Considerations

Who Should Sell to the Government?

Companies:

- **With an identifiable product/service**
- **Which are successful/stable**
- **Looking for market expansion**
- **Computer and internet capability/access**
- **Willing to dedicate time and effort**

Initial Considerations

Online Access is Important!

- Registering as a vendor
- Finding bid opportunities
- Electronic invoicing/EFT
- Bidding
- Awards
- Research
- Download drawings and specifications

Initial Considerations

“Supporting the War Fighter” is DoD’s Mission!